

Message Text

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21

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 R

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COM/BEWT/EE/AJENKENS

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EUR/EE/DMILLER

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R 060018Z FEB 76

FM SECSTATE WASHDC

TO AMEMBASSY BUDAPEST

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FOR: AMBASSADOR MCAULIFFE FROM: DEPUTY ASST. SEC. DOWNEY

E.O. 11652:N/A

TAGS:BEXP, HU

SUBJECT:STEIGER-RABA CONNECTION

REF: BUDAPEST 0201

1. PROBLEM RAISED REFTEL DISCUSSED WITH STEIGER
PRESIDENT JOHNSON AND EXPORT MANAGER KISS. CONVERSATIONS
SUGGEST THAT IMMEDIATE DELIVERY PROBLEMS ESSENTIALLY
HAVE BEEN SOLVED.

2. ACCORDING TO STEIGER, RABA'S OCTOBER ORDER ACTUALLY
NOT PLACED UNTIL DEC. 11. TOP MANAGEMENT OF RABA,
APPARENTLY UNAWARE OF THIS OVERSIGHT, INSISTED THAT
DECEMBER DELIVERY SCHEDULE BE MAINTAINED. WORKING
CLOSELY TOGETHER, STEIGER AND RABA MANAGED TO REMEDY

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SITUATION BY USE OF AIR FREIGHT SHIPMENTS, INCLUDING

CHARTERING A BOEING 707 (COST SPLIT BETWEEN THE TWO).

3. JOHNSON SPOKE WITH RABA BY PHONE JAN. 30 AND
EMPHASIZED THAT STEIGER WILL CONTINUE TO DO EVERYTHING
POSSIBLE TO MAINTAIN ITS GOOD WORKING RELATIONSHIP
WITH ITS HUNGARIAN PARTNER.

4. KISS PROMISED TO SEND COPY OF ALL CORRESPONDENCE
WITH RABA TO EMBASSY FOR YOUR INFORMATION. KISSINGER

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Message Attributes

Automatic Decaptioning: X
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Disposition Authority: morefirh
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Margaret P. Grafeld
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